

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant  APCO Associates Inc., 1155 21st Street, NW, Washington, DC 20036	2. Registration No.  4561
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3. Name of foreign principal  Government of Canada	4. Principal address of foreign principal  Embassy of Canada 501 Pennsylvania Ave., N.W. Washington, D.C. 20001
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5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Embassy of Canada, Washington, D.C.

b) Name and title of official with whom registrant deals.

Peter Drabble, First Secretary (Commercial)

7. If the foreign principal is a foreign political party, state:

N/A

a) Principal address

b) Name and title of official with whom registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party, N/A

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐

Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐

Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

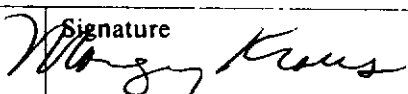
Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

N/A

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A 9-2-92	Name and Title Margery Kraus, President and CEO	Signature 
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U.S. Department of Justice  
Washington, DC 20530

Exhibit B  
To Registration Statement  
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 105-1007  
Approval Expires Nov. 30, 1993

**INSTRUCTIONS:** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Name of Registrant  
APCO Associates Inc.

Name of Foreign Principal  
Government of Canada

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

The Registrant will represent the foreign principal in promoting the development of the Canadian biotechnology industry and encouraging U.S. investment in this industry. As stated in the attached letter of agreement, the budget for this work is \$5,000. The project is expected to be completed in the next several months.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The Registrant will research U.S. attitudes toward the Canadian biotechnology industry, encourage attendance at a conference designed to provide information about this industry, and promote investment in Canadian biotechnology interests.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

The Registrant may engage in political activities on behalf of the foreign principal. The Registrant's activities are expected to include contact with individuals in the U.S. who may be interested in investment in the Canadian biotechnology industry. The Registrant's activities are not expected to include contact with U.S. government officials or representatives of the U.S. media.

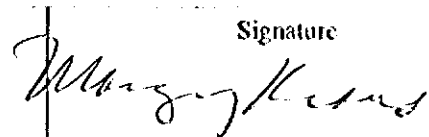
Date of Exhibit B

9-2-92

Name and Title

Margery Kraus  
President and CEO

Signature



<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

**APCO ASSOCIATES INC.**

A GCI Group Company

August 27, 1992

Mr. Peter Drabble  
First Secretary (Commercial)  
Embassy of Canada  
501 Pennsylvania Ave., N.W.  
Washington, DC 20001

Dear Mr. Drabble:

My colleague David Sheon and I enjoyed meeting you yesterday morning. We are interested in biotechnology in Canada and are pleased with the opportunity to work with you.

As we discussed, one of the Canadian Government's primary goals is to attract the attention of the U.S. investment community to developments in biotechnology in Canada. To this end, we suggest the following two-stage research program:

- 1) **APCO will:**
  - a) develop a list of between 25 and 30 biotechnology analysts and venture capitalists among our contacts in the investment/financial community in the United States;
  - b) develop a list of questions designed to gauge the above individuals' interest in Canadian biotech companies; and
  - c) poll the targeted individuals, upon your approval of the questions, and prepare a report on our findings.

After completion of the above, the Canadian Government reserves the right to terminate APCO's participation in the project, or retain our services for a further part of the plan in which case:

- 2) **APCO will work to persuade between three and five analysts or venture capitalists to attend the conference. The Canadian government will pay for the attendees' air fare; however, the individuals will be responsible for the cost of attending the conference: \$642.00 (Canadian).**

Mr. Peter Drabble  
August 27, 1992  
Page Two

## BUDGET

The proposed payment to APCO for the first part of the project is \$2,000. The remaining budget for the second part of the project is approximately \$3,000.

As the conference is less than two months away, we realize the need work quickly. If our understanding of your needs is correct, we can begin immediately. Please advise us how you wish to proceed. For your interest, I have attached a list of APCO's work on behalf of Canadian clients. I look forward to hearing from you soon.

Sincerely,



Sarah Hardy

Enclosure

ACCEPTED AND AGREED TO:

Embassy of Canada

BY:



TITLE:

FIRST SECRETARY

DATE:

September 1st / 92.